



**STATE OF IOWA**  
**MASTER AGREEMENT**  
 Contract Declaration and Execution

EFFECTIVE BEGIN DATE: 03-01-2009  
 EXPIRATION DATE: 02-28-2010  
 PAGE: 1 of 4

**VENDOR:**

**Ecolab Inc**  
**370 Wabasha St**  
  
**Saint Paul, MN 55102**  
**USA**

**VENDOR CONTACT:**

PATTI HOFF  
 PHONE: 651-293-2640 EXT:  
 EMAIL: patti.hoff@ecolab.com

**ISSUER:**

JEANETTE CHUPP  
 PHONE: 515-281-6288  
 EMAIL: Jeanette.Chupp@iowa.gov

FOB FOB Dest, Freight Prepaid

**Contract For:** Laundry Chemical Program per RFP0706407007 of Jan. 6, 2006.

Laundry Chemical Program per the terms and conditions of RFP0706407007 of January 6, 2006, on file with the Iowa Dept. of Administrative Services.

- Ecolab Contact: Bruce Kottom, Manager, Contracts/Government Sales

Phone: 800-352-5326 ext.2892 or FAX: 651-293-2682 or E-Mail: bid.sales@ecolab.com

Government Sales Clerk: Patti Hoff, Ph. 651-293-2640 / FAX 651-293-2682 or E-Mail: patti.hoff@ecolab.com

This contract includes, but is not limited to the following items to be provided to the Cherokee Mental Health Institute on an as-needed basis at the request of Janet Peck and/or Denise Green ... and other State agencies as requested ...

A.) SOLID Form Laundry Chemicals

B.) Chemical dispensing units, hot/cold water hoses and hoses from programmer to dispenser.

C.) Digital Readers/Programmers to monitor: Chlorine-PPM, Linen pH, titration-detergent, wash temperature and water hardness

D.) Monthly on-site inspection and service call

E.) Monthly comprehensive written reports

F.) Monthly on-site dispensing equipment service

G.) Semi-Annual on-site State Laundry Personnel Training

H.) Material Safety Data Sheets

I.) Infection Control

J.) Service via Toll-Free phone line

K.) Safety - OSHA issues addressed

L.) Pro-active administration of the contract with little or no assistance from the on-site Laundry Supervisor

**RENEWAL OPTIONS**

FROM 03-01-2010 TO 02-28-2011

FROM 03-01-2011 TO 02-29-2012

**AUTHORIZED DEPARTMENT**

ALL

IN WITNESS WHEREOF, this Agreement has been executed by the parties hereto.

CONTRACTOR		STATE OF IOWA	
CONTRACTOR'S NAME (if other than an individual, state whether a corp., partnership, etc.) ECOLAB INC.		AGENCY NAME Iowa Dept. of Administrative Services	
BY (Authorized Signature) <i>Bruce Kottom</i>	Date Signed 1/30/09	BY (Authorized Signature) <i>Jeanette Chupp</i>	Date Signed January 30, 2009
Printed Name and Title of Person Signing Bruce Kottom - Manager, Bid Contracts		Printed Name and Title of Person Signing Jeanette Chupp	
Address 370 N. Wabasha St., St. Paul, MN 55102		Address 1305 E. Walnut, Des Moines, Iowa	



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LINE NO.	QUANTITY / SERVICE DATES	UNIT	COMMODITY / DESCRIPTION	UNIT COST / PRICE OF SERVICE
1	0.00000		500	\$0.000000 \$0.000000
			LAUNDRY AND DRY CLEANING EQUIPMENT, ACCESSORIES, AND SUPPLI Solid Chemical, Laundry Program	
2	0.00000	CASE	5053560	\$121.720000 \$0.000000
			DETERGENT, LAUNDRY, SOLID No. 16801, Solid Dual Surge, 4-8 lb. packages per case. Product Form: Solid	
3	0.00000	CASE	5053560	\$46.800000 \$0.000000
			DETERGENT, LAUNDRY, SOLID No. 10370, Stainblaster Power Pak #1. White Linen Detergent 12 - 24 oz. packages per case. Product Form: Powder	
4	0.00000	CASE	5053550	\$46.800000 \$0.000000
			DETERGENT, LAUNDRY, POWDER No.10369, Stainblaster Power Pak #2. Colored Linen Detergent 12 - 18 oz. packages per case. Product Form: Powder	
5	0.00000	CASE	5053550	\$53.700000 \$0.000000
			DETERGENT, LAUNDRY, POWDER No. 16700, Stainblaster Power Pak #3. Iron / Rust Detergent 12 - 8 oz. packages per case. Product Form: Powder	
6	0.00000	CASE	5054750	\$76.400000 \$0.000000
			SOFTENER, NEUTRALIZER, FABRIC No. 16001, Solid NaviSoft Laundry Softener 2 - 96 oz. packages per case. Product Form: Solid	
7	0.00000	CASE	5052536	\$58.250000 \$0.000000
			BLEACH, LAUNDRY, DRY, QUICK DISSOLVING, W/WATER SOFTENER No. 13649, Solid Stain-A-Way Chlorine Bleach 2 - 64 oz. packages per case. Product Form: Solid	
8	0.00000	CASE	5053021	\$45.730000 \$0.000000
			BUILDERS, LAUNDRY (COMMERCIAL) No. 15210, Clinging Lime-A-Way, Multi-Purpose Scale Remover (Clinging, Multi-Purpose, Lime and Scale Remover) 6 - 32 oz. packages per case. Product Form: Powder	



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**TERMS AND CONDITIONS****Remedies upon Default**

In any case where the vendor has failed to deliver or has delivered non-conforming goods and/or services, the State shall provide a cure notice. The notice to cure shall state the maximum length of time the vendor has to cure. If after the time period stated in the notice to cure has passed, the vendor continues to be in default, the State may procure goods and/or services in substitution from another source and charge the difference between the contracted price and the market price to the defaulting vendor. The State's Attorney General shall be requested to make collection from the defaulting vendor.

**Incorporation**

The Request for Proposal and/or bid documents for this project and the vendor's proposal in response to the RFP or Bid together with any clarifications, attachments, appendices, or amendments of the State or the Vendor are incorporated into this Contract by reference as if fully set forth in this Contract.

**Delivery and Acceptance (cont)**

D. Disposition of Rejected item - The vendor must remove at the vendor's expense any item rejected by the State. If the vendor fails to remove that rejected item, the State may dispose of the item by offering the same for sale, deduct any accrued expense and remit the balance to the vendor.

E. Testing After Delivery - Laboratory analysis of an item or other means of testing may be required after delivery. In such cases, vendors will be notified in writing that a special test is being made and that payment will be withheld until completion of the testing process.

**Delivery and Acceptance**

When an award has been made to a vendor and the purchase order issued, deliveries are to be made in the following manner.

A. Deliveries - All deliveries are to be made only to the point specified on the purchase order. If delivery is made to any other point, it shall be the responsibility of the vendor to promptly reship to the correct location. Failure to deliver procured goods on time may result in cancellation of an order or termination of a contract at the option of the State.

B. Delivery Charges - All delivery charges should be to the account of the vendor whenever possible. If not, all delivery charges should be prepaid by vendor and added to the invoice.

C. Notice of Rejection - The nature of any rejections of a shipment, based on apparent deficiencies disclosed by ordinary methods of inspection, will be given by the receiving agency to the vendor and carrier within a reasonable time after delivery of the item, with a copy of this notice to the General Services Enterprise - Purchasing. Notice of latent deficiencies which would make items unsatisfactory for the purpose intended may be given by the State of Iowa at any time after acceptance.

**Termination-Non-Appropriation**

Notwithstanding any other provision of this contract, if funds anticipated for the continued fulfillment of this contract are at any time not forthcoming or insufficient, either through the failure of the State to appropriate funds, discontinuance or material alteration of the program for which funds were provided, then the State shall have the right to terminate this contract without penalty by giving not less than thirty (30) days written notice documenting the lack of funding, discontinuance or program alteration.

**Miscellaneous**

The terms and provisions of this contract shall be construed in accordance with the laws of the State of Iowa. Any and all litigation or actions commenced in connection with this contract shall be brought in Des Moines, Iowa, in Polk County District Court for the State of Iowa. If however, jurisdiction is not proper in Polk County District Court, the action shall only be brought in the United States District Court for the Southern District of Iowa, Central Division, providing that jurisdiction is proper in that forum. This provision shall not be construed as waiving any immunity to suit or liability, which may be available to the State of Iowa.

If any provision of this contract is held to be invalid or unenforceable, the remainder shall be valid and enforceable.

**Performance Monitoring**

For all service contracts, the requirements of Iowa Code sections 8.47 shall be incorporated into final terms and conditions of the contract.

**Public Records**

The laws of the State of Iowa require procurement records to be made public unless exempted by the Code of Iowa.

**Independent Contractor**

The vendor is an independent contractor performing services for the State of Iowa, and as such shall not hold itself out as an employee or agent of the State.

**Hazardous Material**

All packaging, transportation, and handling of hazardous materials shall be in accordance with applicable federal and state regulations including, but not limited to, the Material Safety Data Sheet provision of O.S.H.A. Hazard Communication Standard 29CFR 1910.1200, and Iowa Administrative Code, Chapter 567.

**Records Retention**

The vendor shall maintain books, records, and documents which sufficiently and properly document and calculate all charges billed to the State of Iowa throughout the term of this Agreement for a period of at least five (5) years following the date of final payment or completion of any required audit, whichever is later. The vendor shall at, no charge, permit the Auditor of the State of Iowa, or any authorized representative of the State (or where federal funds are involved, the Comptroller General of the United States or any other authorized representative of the United States government) to access and examine, audit, excerpt and transcribe any directly pertinent books, documents, papers, electronic or optically stored and created records, or other records of the vendor relating to orders, invoices, or payments documentation or materials pertaining to this Agreement.

**Taxes**



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The State of Iowa is exempt from the payment of Iowa sales tax, motor vehicle fuel tax and any other Iowa tax that may be applied to a specified commodity and/or service. Contractors performing construction activities are required to pay state sales tax on the cost of materials. The Iowa Department of Revenue exemption letter will be furnished to a vendor upon request.

**Anti-Trust Assignment**

For good cause and as consideration for executing this purchase order, the vendor, through its duly authorized agent, conveys, sells, assigns, and transfers to the State of Iowa all rights, title and interest in and to all causes of action it may now or hereafter acquire under the anti-trust laws of the United States and the State of Iowa, relating to the particular goods or services purchased or acquired by the State of Iowa pursuant to the using State of Iowa agency.

**Warranty**

The vendor expressly warrants that all goods supplied shall be merchantable in accordance with the Uniform Commercial Code, Section 2-314 and the Iowa Code, Section 554.2314.

**Assignment**

Vendors may not assign contracts or purchase orders to any party (including financial institutions) without written permission of the General Services Enterprise - Purchasing.

**Nondiscrimination**

The vendor is subject to and must comply with all federal and state requirements concerning fair employment and will not discriminate between or among them by reason of race, color, religion, sex, national origin or physical handicap.

**Immunity of State/Fed Agencies**

The vendor shall defend and hold harmless the State and Federal funding source for the State of Iowa from liability arising from the vendor's performance of this contract and the vendor's activities with subcontracted and all other third parties.

**Indemnification**

To the extent that goods are not manufactured in accordance with the State's design, the vendor shall defend, indemnify and hold harmless the State of Iowa, the State's assignees, and other users of the goods from and against any claim of infringement of any Letter Patent, Trade Names, Trademark, Copyright or Trade Secrets by reason of sale or use of any articles purchased hereunder. The State shall promptly notify the vendor of any such claim.

**Title to Goods**

The vendor warrants that the goods purchased hereunder are free from all liens, claims or encumbrances.

**Subcontractors**

The successful vendor shall be responsible for all acts and performance of any subcontractor or secondary supplier that the successful vendor may engage for the completion of any contract with the State. A delay that results from a subcontractor's conduct, negligence or failure to perform shall not exempt the vendor from default remedies. The successful vendor shall be responsible for payment to all subcontractors and all other third parties.

**Force Majeure**

Force majeure includes acts of God, war, civil disturbance and any other causes which are beyond the control and anticipation of the party affected and which, by the exercise of reasonable diligence, the party was unable to anticipate or prevent. These provisions of force majeure also apply to subcontractors or suppliers of the Vendor. Force majeure does not include financial difficulties of the Vendor or any associated company of the Vendor, or claims or court orders that restrict the Vendor's ability to deliver the goods or services contemplated by this Agreement. Neither the Vendor nor the State shall be liable to the other for any delay or failure of performance of this Agreement caused by a force majeure, and not as a result of the fault or negligence of a party.



## Ecolab RFP 0706407007 Proposal "Solid" Chemical Pricing Matrix:

State of Iowa Agreement 3053-09 Contract Year begins Annually on March 1<sup>st</sup>

		March 1, 2006	March 1, 2007	March 1, 2008	March 1, 2009	March 1, 2010	March 1, 2011
Laundry Chemical Manufacturer's Product Name, MSDS Sheet Product Use and MSDS Sheet Product Form	Size of Case: Quantity & Size of pkgs / case & Number of cases required for 532 Full Wash loads	Price per case in contract Year 1	Price per case in contract Year 2	Price per case in Contract Year 3	Price per case in Contract Year 4	Price per case in Contract Year 5	Price per case in Contract Year 6
<b>A. Solid Ultra Surge</b> Alkaline Detergent. <u>Specify</u> Product Name offered: <b>#16801</b> MSDS Use: <b>Laundry Detergent</b> MSDS Form: <b>Solid</b>	4 (number) of 128 oz. packages per case.  275 (number) of cases required to complete 532 Full Wash Loads	\$ 115.00  per case	\$ 117.00  per case	\$ 119.34  per case	<b>\$ 121.72</b>  per case	\$ 124.16  per case	126.65  per case
<b>B. Stain Blaster</b> Power Pak #1. White Linen Detergent <u>Specify</u> Product Name offered: (#16650) <b>#10370</b> <b>Stainblaster PP1</b> MSDS Use: <b>Laundry Product</b> MSDS Form: <b>Powder</b>	12 (number) of 24 oz. packages per case.  1.3333 (number) of cases required to complete 532 Full Wash Loads	\$ 44.99  per case	\$ 44.99  per case	\$ 45.85  per case	<b>\$ 46.80</b>  per case	\$ 47.75  per case	\$ 48.70  per case
<b>C. Stain Blaster</b> Power Pak #2. Colored Linen Detergent <u>Specify</u> Product Name offered: (#16690) <b>#10369</b> <b>Stainblaster PP2</b> MSDS Use: <b>SpotStainRemove</b> MSDS Form: <b>Powder</b>	12 (number) of 18 oz. packages per case.  1.5 (number) of cases required to complete 532 Full Wash Loads	\$ 44.99  per case	\$ 44.99  per case	\$ 45.85  per case	<b>\$ 46.80</b>  per case	\$ 47.75  per case	\$ 48.70  per case



[illegible]

maintained by Vendor at no-charge.	Describe Hose Material: _____						
<b>M.</b> RENTAL of Hoses from 4 washers to Programmer and Dispenser Equip, maintained by Vendor at no-charge.	Each Hose Is _____ feet long.  Describe Hose Material: _____	\$ - 0 - per unit per month.	\$ - 0 - per unit per month.	\$ - 0 - per unit per month.	\$ - 0 - per unit per month.	\$ - 0 - per unit per month.	\$ - 0 - per unit per month.
N. Specify other mandatory charge		\$ - 0 -	\$ - 0 -	\$ - 0 -	\$ - 0 -	\$ - 0 -	\$ - 0 -
OPTIONAL ..... Clinging Lime-A-Way. Lime Remover /Descaler Product No. <b>15210</b>	6 / 32 oz. Packages per Case	\$ 43.10  per case	\$ 43.10  per case	\$ 44.40  per case ( +3% )	<b>\$ 45.73</b>  per case ( + 3% )		